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## OPINIONS OF REPRESENTATIVE MANUFACTURERS AND DEALERS.

**Carpets.**—Mr. KENDALL, of the BIGELOW CARPET CO., says there is no entirely new shade or pattern in his goods this year. Ecru, of which there has been more or less talk recently, is, he says, so old as to be regarded, perhaps, as new again; but the idea of anything perfectly novel has not prevailed so far in the season. Mr. KENDALL is disposed to think that people consult their individual tastes in selection of carpets, and retail dealers have learned to make selections very much in accord with the location of their business.

**Carpets.**—"Our trade in carpets," said Mr. W. K. DAVIS, or, as he is more familiarly called, "Governor DAVIS," chief of the carpet department of H. B. CLAFLIN & CO., "does not commence till about the 1st of December. The demand is principally for durable goods, with a little more quietness as regards pattern or design."

"How about rugs—is there much of a demand for them?"

"Not as large as formerly. Inlaid floors and wood-carpets are going out of fashion somewhat, and consequently rugs are not so popular as they used to be."

"Do you expect a brisk trade this winter?"

"All the signs point that way"—and the counters and floors were filled with carpets, rugs, mats, etc., showing that Mr. DAVIS was willing to comply with any demands his patrons might make in the carpet line.

#### Hard Wood Floors.

These are not going out of fashion very rapidly, to judge by the activity of the leading houses in that line. Messrs. WILLIAM HANNAM & CO., proprietors of the Wood-carpet Co. (Union Square), report trade with them very lively. "Wood-carpets," said Mr. TERWILLIGER, "are as popular as ever. All the finest residences up-town are fitted up with wood-carpets. In Mr. Ogden Goelet's house, Forty-ninth Street and Fifth Avenue, for instance, the music hall, dining room, reception room and hall are wood-carpeted. In fact wood-carpets are all the fashion, instead of going out of fashion. Three-fourths of our physicians have rugs in their houses, on hygienic principles, as they can be easily taken up and the dust shaken out of them. Persian, Turkish and Smyrna rugs are, of course, still the staple article, though Axminster, Wilton or even Brussels carpets of small pattern are also made into rugs. Five years ago only three or four houses dealt in rugs, while now every carpet house must keep them on hand, so has the demand for them increased. Wood-carpets are being introduced, also, into our hotels. The St. James, Hoffman House and Albemarle Hotel cafés have wood-carpets laid in them, as well as many of our apartment houses. In regard to designs, you will see by our little book that they are very numerous and varied."

#### Carpets and Rugs.

"Rugs," said Mr. CARPENTER, of Messrs. W. & J. SLOANE, "are in as brisk demand as ever, and possess some advantages over carpets that I think justify their popularity; they can be more readily taken up and cleaned and impart a greater variety to a room. But unquestionably carpets, especially in the winter, give a room a warmer, more comfortable appearance. In houses where dancing, etc., is carried on, rugs are preferable, as they can be easily removed, and the smooth surface of a wood-carpet or inlaid floor is well adapted for that sort of thing."

"What materials are most in demand in carpets?"

"Well, Axminster, Wilton and Brussels carpets are in about equal request. Plainness of design, and richness and durability of material are the rule."

**Carpets.**—A call on the firm of JOHN H. PRAY, SONS & CO., Boston, elicited the fact that the trade in carpets had been even better than last year, both wholesale and retail, and sales are chiefly in the better grade of goods. Wiltons and Brussels have sold extremely well, while the amount of foreign, as well as high cost domestic rugs disposed of is far in advance of former seasons. Mr. STAPLES informs us that all really desirable goods have met with a ready market, and that he has discovered no serious break in prices. A few jobs are offered by the house, but he sees no reason why good patterns should be sold at a reduction from the regular prices. The stock of the latter held by his firm is of small proportions and they expect to enter the new year with ample room for the spring goods.

**Carpets.**—Mr. JUDKINS, of J. & J. DOBSON'S Boston Branch, in answer to inquiries about the Fall carpet trade, said, in his opinion, it could only be considered fair, while he had experienced periods of activity, yet, from the season's opening until the present day he should not consider the average up to what it ought to be. As to any preponderance of certain grades in public demand, he had noted no great difference, and as his firm produces an almost endless variety of figures and colors, the buyer's taste had run in a wide channel.

**Carpets.**—In conversation with the writer, Mr. WILL CHIPMAN, of W. H. CHIPMAN & CO., Boston, said he found the trade to be well stocked up and chary of buying even a good job. The movement of goods after first purchases had been somewhat slow, although occasional heavy runs have sufficed to keep the trade up to an ordinary standard. His house had experienced a forcible touch of the tendency to better goods, while the patterns of their Fall line had sold unusually even.

**Oil-cloths.**—Mr. LAPSLEY, of Messrs. D. POWERS & SON, whilst he admitted the manufacture of oil-cloths was materially the same as it was forty years ago, yet the demand continues. The only real improvement in the making has been the application

of steam to stamping the patterns, a process that was formerly done by hand. Linoleum is cork oil-cloth; that is, the cork is pulverized and compressed into the material called linoleum. This is more popular in the North than in the South, for it is affected by the heat and injured. The only advantage it may have over the ordinary oil-cloth is a somewhat softer and warmer feeling to the tread the patterns, however, are limited and mostly dark grounds. A not unnatural disposition toward elegance has prompted a substitution of cheap carpets in halls in place of oil-cloth, and this has made some slight difference in the sale, although, of course, it is hardly perceptible. The oil-cloths popular in the cities are made in imitation of wood, stone, tiles and mosaic, and are really very perfect in their imitations and rich in appearance. The florid designs simulating carpets are ordered only in the country and have entirely gone out of use in city trade.

**Furniture.**—"The styles mostly in vogue now in furnishing houses," said Mr. INGERSOLL, of Messrs. POTTIER & STYMUS, "are the Louis XIV., Louis XVI. and Renaissance. The Empire, a recent introduction of ours, is also very popular. The Queen Anne seems to have lost its hold upon the public favor."

"What kinds of wood do you employ?"

"Mahogany, rosewood, black walnut, etc. We make more mahogany furniture than of any other kind of wood, both for parlor and chamber furnishing."

"How about ornamentation?"

"Brass ornaments are almost exclusively used. There is very little carving and they take its place almost entirely."

In regard to the manner of furnishing houses, Mr. INGERSOLL said:

"We generally get a house from the mason, that is, when the mason work has been finished, and have charge of the entire wood-work decoration. We tell our chief designer (Mr. MARTINEND) what style and of what quality the furniture is to be, whether rich, medium or plain, and he

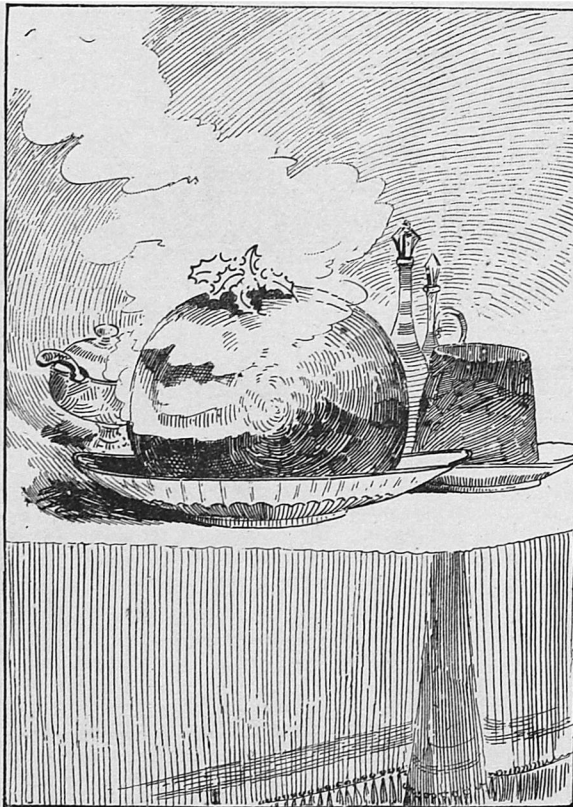
makes the designs accordingly. Sometimes we get *carte blanche* for everything—style, design, quality and price—but that class of customers is extremely rare. We never furnish two houses alike and all our designs are entirely original."

"Can you mention any prominent people whose houses you have furnished?"

"Well, we furnished the entire house of Mr. J. H. Bostwick, of the Standard Oil Company, corner of Fifth Avenue and Sixty-first Street. It was finished three years ago, and every room is carried out in a different design. We also did the woodwork in Mr. William Rockefeller's residence, at the corner of Fifty-fourth Street and Fifth Avenue—Mr. Rockefeller, the head of the Standard Oil firm, or 'Monopoly,' as it is termed. One of our more recent pieces of work was the furnishing for Mr. John Flood, the Bonanza king, of his new residence in San Francisco, which we did last spring. We also did some work in Mr. William H. Vanderbilt's new residence, but Herter Bros. did most of the woodwork in it."

"Is there much furniture imported nowadays?"

"Not as much as formerly. Imported furniture is no good and is only bought for



FOR INTERIOR DECORATION.



EFFECT OF DECORATION.



FOR MANTEL DECORATION.



RESULT OF MANTEL DECORATION.

## SEASONABLE SUGGESTIONS




OPINIONS OF  
REPRESENTATIVE DEALERS.

show. The cabinet work on it is very poor; it does not stand the climate and has all to be made over. We make a good deal better here."

"Do you export any furniture?"  
"Yes, considerable. We are just now about filling a large order from Paris. You see we have in this country such an inexhaustible supply of woods of all kinds, easily procurable, and our facilities for seasoning and otherwise preparing it for manufacture are so much superior to those on the other side, that no other country or countries can compete with us in this special branch. By the way," Mr. INGERSOLL added, "the company has just bought the Rutger's block on Fifth Avenue, opposite the Reservoir, and we propose putting up a very elegant factory there."

**Furniture.**—Messrs. MARCOTTE & Co., of Union Square, are not manufacturing any special design or style of furniture; that is the firm try to suit all tastes. "We use woods of all kinds," said the gentleman, "the prevailing fabrics used being silk. The tendency is toward plainness in pattern. Two colors are generally used. Yes, we import a great deal of furniture. The talk about imported furniture not being good is nonsense, as the demand for it is constantly increasing."

**Furniture.**—Mr. BASFORD, of HARRISON, BEARD & Co., Boston, says mahogany and cherry takes the lead in chamber work, while oak dominates in dining-room furnishing. Walnut is second to either of those woods in the amount being used. In novelties the firm is making a number of small refreshment tables, and have just brought out a very useful addition to chamber furniture, in the nature of a gentleman's dressing and shaving case. This is made in mahogany and cherry, have five drawers and a beveled plate glass swung at the proper height to make shaving easy. In shape the chiffonier form is retained, and the article makes a very acceptable addition to the few specially designed pieces for gentlemen.



MISS A. H. W. OSGOOD

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PLUSHES, FELTS,  
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OPINIONS OF  
REPRESENTATIVE DEALERS.

**Furniture.**—With the F. GELDOWSKY FURNITURE Co., East Cambridge, Mass., business was found to be in a progressive condition. This firm was among the first to revive mahogany for chamber work, and in speaking on that subject Mr. GEORGE A. KEELER said: "The demand for mahogany for sleeping-rooms increases steadily. Three years ago in starting twenty-four sets of a pattern we cut eight mahogany and the balance walnut, to-day, in lots of twenty-four sets of one design, sixteen are in mahogany. Two-thirds of the chambers of the new Adams House, now building for Messrs. Hall & Whipple, are to be finished in the most expensive mahogany we can find in the market. In another year we will not make any of our finest work in walnut."

**Furniture.**—DOE, HUNNEWELL & Co., Boston, were interviewed in regard to fine order work in furniture and decorations, and the head salesman gave the writer the following interesting points: In upholstered work stuff over designs were most in vogue, and were usually trimmed with fringe around the bottom. Satin damask, silk velours, embossed plush, and silk and wool tapestries, are the fabrics from which coverings are chosen, while among the odd pieces a straight back and spindle leg chair, upholstered only on the seat, is now generally included. In chamber furniture the firm is using chiefly mahogany and cherry, and the designs touch on the Renaissance, Chippendale, or Queen Anne order, while in the dining-room oak and mahogany retain the lead both in furniture and wood-work. The carving of side-board, table, chairs, etc., follows the ornamentation of mantel, frieze, and dado, and strictly harmonizes with the same. The firm is now at work on a West End dining-room, the furniture of which compares in massiveness with the productions of bygone centuries. In tables the plain wood top, in ebony or mahogany, is the fashion, and when ornamented with an embossed silk plush scarf, is among the most attractive pieces in the room. Trade, we were informed, has been very satisfactory, and the firm is at present engaged in several extensive contracts, among which is the furnishing of the new steamer "Pilgrim," for the Fall River line.

**BARDWELL, ANDERSON & CO.,**  
MANUFACTURERS OF  
**TABLES, DESKS AND PEDESTALS,**  
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Opposite Boston & Maine R. R. Depot. **FACTORY, EAST BOSTON.**


**GILMAN, TUTTLE & CO.,**  
MANUFACTURERS OF  
**PILLAR EXTENSION,  
Library and Centre Tables,**  
**86 Washington Street,**  
**BOSTON, MASS.**

S. P. STODDARD, President.

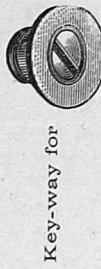
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104 Reade Street, New York.

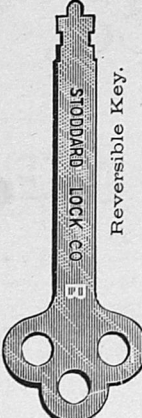
JOSEPH H. SEED, Secy. and Treas.



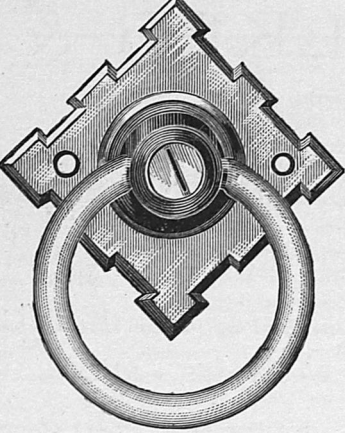
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Key-way for all our Locks.



Reversible Key.



Full Size of Patent Key-hole Drawer Pull. Applied with any of our Locks.

**FINE FURNITURE, CABINET AND BUREAU LOCKS.**

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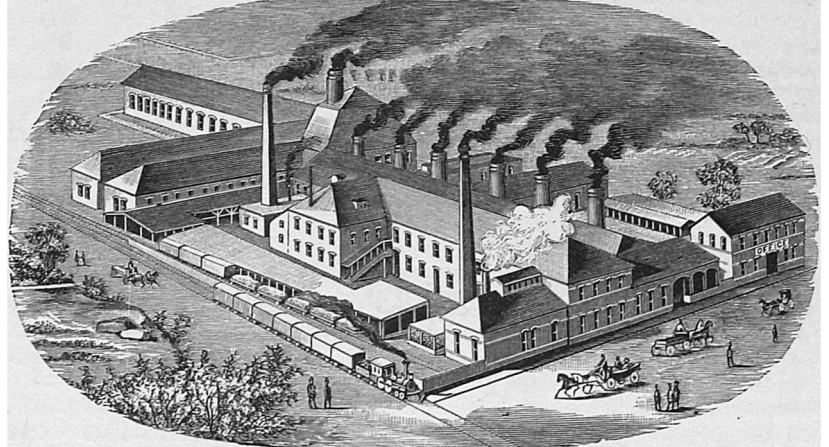
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It causes the fire to kindle quicker, prevents clinkers, destroys the poisonous gas, and saves 25 per cent. of the coal. For sale by all Grocers and House Furnishing Stores.  
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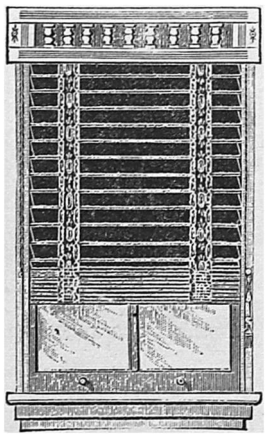
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For Laying Floors in Public Buildings, Banks, Churches, Theatres, Halls, Vestibules, Dining Rooms, Bath Rooms etc. Also, Glazed and Enamelled Tiles for Wainscoting, Hearths, and Interior Decoration. Inlaid Glazed Tiles for Furniture and Stove Decorations a specialty.  
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JOHN C. S. HARRISON, Vice Pres. WILL TERRELL, Asst. Sec. and Treas. BENJ. HARRISON, Asst. Supt. of Manuf.

## OPINIONS OF REPRESENTATIVE DEALERS.

**Furniture.**—BARDWELL, ANDERSON & Co., Boston, through a representative, state:—"You can say that trade is fair, and by that I mean it is some better than during the same month of last year. It seems to me we have not had any snap to the Fall business, it has been more settled and even than last year. We are still using more walnut, but are always doing something in mahogany. Plush top tables are going very well, and are highly ornamented. For the rest of the season library desks will sell readier than other kinds of our make. Suburban trade has not been as good as usual in New England. New York and far off trade is fair, and we have also received some good Southern orders."

**Parlor Furniture.**—With reference to the status of parlor furniture, SHAW, APPLIN & Co., Boston, replied that with them over-stuffed work in stamped plush, velours, or satin damask was considered about the correct thing, and that four or five different colors were used in a suit. The styles in fine parlor furniture will continue to run in odd pieces. In woods, mahogany and ebony are mainly used. There is a growing tendency to plain colors in coverings and momic cloths, fine sateens and terry are bound to be revived again. Some very handsome velours are shown, and with the stamped plushes form the leading coverings. Mr. SMALL thinks the styles will gradually run into the French, with one large chair, and the others composed of straight backs and spindle legs. Rattan easy chairs, stained mahogany or ebony, and upholstered in cushions of silk plush, are now very popular, as also the odd ebony pieces in silk plush. The firm is about to introduce a figured damask hair cloth, in black and other colors, for coverings. It has been used in England with excellent results, and will, no doubt, be a novelty to the trade.

**Tables.**—In the line of tables, GILMAN, TUTTLE & Co., Boston, say that the trade has been fairly satisfactory, without any great rush, and somewhat free from the annoyance of having every one wanting their goods at once. The firm is making extension tables in mahogany, ash, oak, and cherry, while for library tables walnut is still at the front. Cloth tops on the latter are more freely supplemented by the plain wood, but are still far from coming into popular favor. They are making some fine hall tables, and show the usual variety in pedestals and fancy desks.



## THE CELEBRATED PHILADELPHIA Venetian Blinds,

Of all sizes, kinds and qualities. Upholstered in the best manner and furnished at short notice. In various shades of GREEN, BROWN, DRAB, BLUE, STONE COLOR, LAVENDER, TAN COLOR, OLIVE, SAGE OR BOTTLE GREENS, In Light, Medium, or Dark Tints, or made of Natural Woods, such as Black Walnut, Chestnut, Cherry, Spanish Cedar, Mahogany, Maple, Cypress, Ash or Poplar, in either Varnish or Oil Finish.

Made of Slats, 1 1/4, 1 1/2, 1 3/4, 2 or 2 1/2 inches wide, with Linen, Worsted or Silk Trimmings.

These Blinds will fit any window, without alteration to window frames, and are much better and cheaper for Bay Windows than inside shutters.

Used and recommended by the leading Architects of the country.

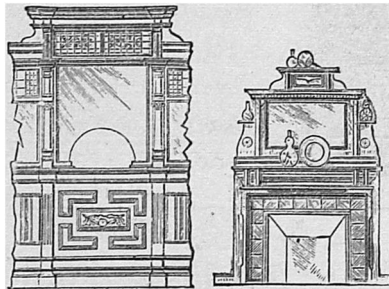
When estimates are desired, please give exact size of sash (or sash openings).

Illustrated Circular on application. Please mention this paper.

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## INTERIORS AND INTERIOR DETAILS.



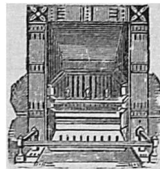
Fifty-two Large Quarto Plates, showing interiors of dwellings and stores: together with special designs for Low Cost, Medium and Elaborate Wood Mantels, Sideboards, Furniture, Wood Ceiling, Doors, Door and Window Trim, Wainscots, Bunk, Office and Store Fittings. With an Introduction, Description of Plates, and Notes on Wood Finish. One large quarto volume, handsomely bound in cloth; price, postpaid, \$7.50.

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## OPINIONS OF REPRESENTATIVE DEALERS.

**Upholstery Goods.**—Messrs. SCHNEIDER, STROHEIM & Co., in reply to questions put by our representative, said:

"In drapery the taste runs a great deal on the Arabic design order. Dark colors and peculiar shades—any shade they can invent—are the rage. Anything that is entirely different from what was in vogue before, will take. This is true in regard to all classes of goods—velours, embossed plushes, tinsel, embroidered velour curtains, linen jute tinsel, etc."

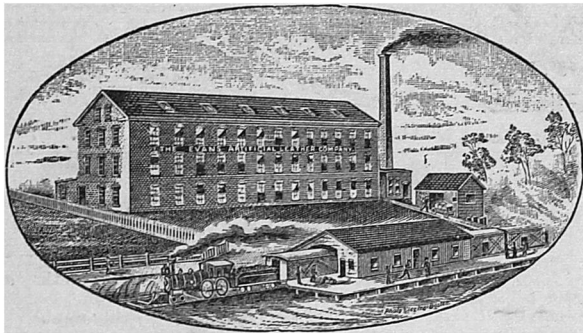
"Anything new about upholstery trimmings?"

"Nothing special. The designs in certain kinds of trimmings are very elaborate. In fact interior decoration is getting to be a perfect craze. People do not seem to spare any money, and spend more for decoration than they would for a block of houses. No matter how hideous the pattern, their esthetic taste is so trained that they find something in it to attract them. The tendency is to decorate houses in regal style. European ideas are blended with American improvements, so that many of our citizens attain in their homes an imperial grandeur that throws into the shade that to be seen in the palaces of European potentates."

**Upholstery Trimmings.**—Messrs. DREYFUS BROS. have some decidedly attractive and new materials in the trimming line. Balls of plush and silk, of heroic size, to hang upon lambrequins and mantel covers, brackets and pillows, are made in blue, gold and all the brilliant colors, many of them intertwined with tinsel. The cross stripe (or Turcoman stripe) mantel fringe is neat, having diagonal stripes of rich color across a quieter ground. In some instances this stripe is replaced by a diamond-shaped ornament. The chenille fringes for valences and mantel boards are very heavy, the hangers being half an inch in diameter and terminating in a large, colored ball of silk. Acorns in silk and chenille are very pretty and egg-shaped drops as well. Tassel fringes are now, as they have always been, extremely popular. The new "Isabella" braid is really uncommonly handsome and made in a great variety of colors, among which the latest terra-cotta prevails.

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